SUMMIT LIFE CORP Form 10QSB August 07, 2003

U.S. SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-QSB

(Mark One)			
[X] QUAF	RTERLY REPORT UNDER S THE SECURITIES EXCH For the period ende		
[] TRANS	SITION REPORT UNDER S THE SECURITIES EXCH	ECTION 13 OR 15(d) OF ANGE ACT OF 1934	
For the transition pe	eriod from	to	·
	Commission File Nu	mber 000-25253	
	SUMMIT LIFE C		
(Exact na		specified in its charter)	
OKLAHOMA		73-1448244	
(State or other jurison incorporation or organization)		(I.R.S. Employer identi	fication No.)
3021 Epperly	Dr., P.O. Box 15808,	Oklahoma City, Oklahoma	73155 
(I	address of principal	executive offices)	
	(405) 677 (Issuer's telep		
13 or 15(d) of the Sector such shorter periods	curities Exchange Act od that the registra	ports required to be file of 1934 during the past nt was required to file s quirements for the past 9	12 months (or uch reports),
	Yes X N	o 	
The number of shares as of August 14, 2003		ssuer's Common Stock, \$.	01 par value,
Transitional Small Bus	siness Disclosure For	mat (check one): Yes	No X

FORM 10-QSB

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#### ASSETS

	June 30, 2003	December 31, 2002
	(Unaudited)	
INVESTMENTS		
Debt securities-held to maturity Debt securities-available for sale Equity securities-trading Equity securities-available for sale Equity securities-other Mortgages Notes receivable Short-term investments Policy loans Investment in limited partnerships	\$ 1,028,078 2,441 193,644 941,679 425,579 120,410 32,404	159,740 79,275 622,383 426,331 —— 113,020
	2,744,235	3,037,787
CASH AND CASH EQUIVALENTS	1,951,253	2,109,388
RECEIVABLES Accrued investment income Other	70,791 13,213 84,004	13,305
PROPERTY AND EQUIPMENT-AT COST		
Building and improvements Furniture and equipment Automobiles	1,017,140 120,848 22,015	120,848 22,015
Less accumulated depreciation	1,160,003 (184,880)	1,160,003 (153,738)
Land	975,123 321,000	321,000
OTHER ASSETS	1,296,123	
Cost in excess of net assets of businesses acquired, less accumulated amortization Deferred policy acquisition costs Value of purchased insurance business Deferred income taxes Other	27,500 150,760 242,126 31,800 540,458	30,000 145,960 282,006 31,800 43,750  533,516
	\$ 7,068,259	\$ 7,062,950

The accompanying notes are an integral part of these interim financial statements

Summit Life Corporation and Subsidiaries

#### Consolidated Balance Sheets

#### LIABILITIES AND STOCKHOLDERS' EQUITY

	June 30, 2003	December 31, 2002
	(Unaudited)	
Policy reserves and policyholder funds Unpaid claims Accounts payable Accrued liabilities Notes payable Other liabilities	12,000 19,952 7,913 368,242	
STOCKHOLDERS' EQUITY Common stock, \$.01 par value	26,913	26,913
Preferred stock, series A, \$.001 par value, stated at liquidation value Preferred stock, series B, \$1.00 par value	500,000 350,000	500,000 350,000
Additional paid-in capital Accumulated other comprehensive income (loss) Unrealized appreciation (depreciation) of available for sale securities		3,286,507 41,727
Accumulated deficit	(3,388,119)	(3,225,448)
	810,355	979 <b>,</b> 699
	\$ 7,068,259	\$ 7,062,950

The accompanying notes are an integral part of these interim financial statements

#### Summit Life Corporation and Subsidiaries Consolidated Statements of Operation (Unaudited)

	Three Months Ended June 30,			
		2003		
Revenues Insurance premiums Reinsurance premium ceded  Net premium income		70,160 (6,960)  63,200		(14,981)
Investment activity Investment income Net realized gains on sale of available for sale securities Net gain (loss) on trading securities Other		50,353		282,980  13,611 12,524
Benefits, losses and expenses Policy benefits Change in policy reserves Interest expense Taxes, licenses and fees Depreciation and amortization General, administrative and other operating expenses		181,807 53,004 47,875 3,212 1,885 20,514 107,596		79,440
Earnings (Loss) before income taxes Income tax provision		234,086  (52,279) 		204,961 
NET EARNINGS (LOSS)  Preferred Stock Dividend Requirement		(52,279) 12,500		155,006 12,500
NET EARNINGS (LOSS) APPLICABLE TO COMMON SHARES		(64,779) ======		•
Earnings (Loss) per common share - Basic and diluted	\$	(0.02)	\$	0.05
Weighted average outstanding common shares, basic and diluted		2,691,305 ======		2,672,305 ======

The accompanying notes are an integral part of these interim financial statements

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#### Summit Life Corporation and Subsidiaries

### Consolidated Statement of Stockholders' Equity

# Six Months Ended June 30, 2003 (Unaudited)

				Common Stock		Preferred Stock		
		Total		hares ssued		Par Value	Shares Out- standing	Liq at Va
Balance at January 1, 2003	\$	979 <b>,</b> 699	2	,691,305	\$	26,913	5,000	\$
Dividends on preferred stock		(25,000)						
Comprehensive income Net income (loss) Other comprehensive inc (loss)		(137,670)						
Unrealized gain on investments		(6 <b>,</b> 673)						
Comprehensive inc. (loss)		(144,343)						
Balance at June 30, 2003						26 <b>,</b> 913	5,000	\$
	]	ditional Paid-in Capital	Comp I (	ncome	Ι			
Balance at January 1, 2003	\$	3 <b>,</b> 286 <b>,</b> 507	\$	41,727	\$ (3	3,225,448)		
Dividends on preferred stock						(25,000)		
Comprehensive income Net income (loss) Other comprehensive inc (loss)						(137,670)		
Unrealized gain on investments				(6,673)				
Comprehensive inc. (loss)						 		
Balance at June 30, 2003		3,286,507		35 <b>,</b> 054		3,388,118)		

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### Summit Life Corporation and Subsidiaries

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	Six Months Ended June 30,	
		2002
Increase (Decrease) in Cash and Cash Equivalents		
Net cash provided by (used in) operating activities	\$ 68,122	\$ 187,388
Net cash provided by (used in) investing activities	209,138	85,047
Net cash provided by (used in) financing activities	(435, 395)	38,443
NET INCREASE (DECREASE) IN CASH		
AND CASH EQUIVALENTS	(158, 135)	310,878
Cash and cash equivalents at the beginning of the period	2,109,388	1,661,410
Cash and cash equivalents at the end of the period	\$ 1,951,253	\$ 1,972,288 =======

The accompanying notes are an integral part of these interim financial statements

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Summit Life Corporation and Subsidiaries NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE A - BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three month and six month periods ended June 30, 2003 are not necessarily indicative of the results that may be expected for the year ended December 31, 2003. For further information, refer to the consolidated annual financial statements and footnotes thereto for the year ended December 31, 2002.

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Item 2. Management's Discussion and Analysis or Plan of Operation

This Report includes "forward-looking statements" within the meaning of

Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical facts included in this Report, including, without limitation, statements regarding the Company's future financial position, business strategy, budgets, projected costs and plans and objectives of Management for future operations, are forward-looking statements. In addition, forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "intend," "estimate," "anticipate" or "believe" or the negative thereof or variations thereon or similar terminology. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. Such statements are based upon numerous assumptions about future conditions which may ultimately prove to be inaccurate and actual events and results may materially differ from anticipated results described in such statements. Important factors that could cause actual results to differ materially from the Company's expectations ("cautionary statements") include the risks inherent generally in the insurance and financial services industries, the impact of competition and product pricing, changing market conditions, the risks disclosed in the Company's Annual Report on Form 10-KSB for the Year Ended December 31, 2002 under "ITEM 6--MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION," as well as the risks disclosed in this Report. All subsequent written and oral forward-looking statements attributable to the Company, or persons acting on its behalf, are expressly qualified in their entirety by these cautionary statements. The Company assumes no duty to update or revise its forward-looking statements based on changes in internal estimates or expectations or otherwise. As a result, the reader is cautioned not to place reliance on these forward-looking statements.

#### General

The Company's primary focus is its life insurance operations.

#### Results of Operations

Three Months Ended June 30, 2003 Compared to Three Months ended June 30, 2002  $\,$ 

Revenue. Total revenues decreased from \$359,967 to \$181,807 for the three months ended June 30, 2002 and June 30, 2003, respectively. Revenue figures for the 2002 period included the sale of a communications tower lease for \$211,000. Revenues attributable to life insurance increased 24% from \$50,852 to \$63,200 for the three months ended June 30, 2003, compared to the same period ended June 30, 2002. The increase was due primarily to marketing efforts by the Company.

Investment income decreased from \$282,980 for the three months ended June 30, 2002 to \$66,481 for the three months ended June 30, 2003, primarily as a result of the sale of a communications tower lease for \$211,000 in 2002.

The Company reported net gains on the sale of available for sale securities of \$50,353 for the three months ended June 30, 2003 compared to \$0 for the three months ended June 30, 2002. Management sold appreciated securities during the quarter. The Company reported net losses on trading securities of \$1,234 for the three months ended June 30, 2003 compared to net gains on trading securities of \$13,611 for the three months ended June 30, 2002. The Company began trading securities in the fourth quarter of 2000 and is required to report unrealized gains and losses in operations. The realized gain or loss for each trading security may differ materially depending on the date of sale, the underlying performance of the represented company and other market conditions.

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Other income decreased from \$12,524 for the three months ended June 30, 2002 to \$3,007 for the three months ended June 30, 2003. The decrease was due to the discontinuation of a contract whereby the Company performed administrative services for another company.

Costs and Expenses. Total expenses increased 14% from \$204,961 to \$234,086 for the three months ended June 30, 2002 and 2003, respectively. The increase was attributable to general expenses associated with the acquisition of Security General Life Insurance Company ("Security General") during the first quarter of 2003. See "Liquidity and Capital Resources."

Policy benefits were \$53,050 and \$53,004 for the comparable periods. Policy reserves increased \$2,714 for the comparable periods. Depreciation and amortization decreased from \$24,034 to \$20,514 for the three months ended June 30, 2002 and 2003, respectively, as the Company continued to amortize the block of business acquired with Great Midwest Life Insurance Company ("Great Midwest"). General expenses increased from \$79,440 to \$107,596 for the comparable periods due to costs associated with the acquisition of Security General.

Income/Loss. The Company reported a net loss for the three months ended June 30, 2003 of \$52,279, compared to a net gain for the three months ended June 30, 2002 of \$155,006, primarily as a result of the sale of a communications tower lease for \$211,000 in 2002. The Company reported a net loss per share of \$0.02 per share for the three months ended June 30, 2003, compared to a net gain of \$0.05 per share for the three months ended June 30, 2002.

Six Months  $\,$  Ended June 30, 2003  $\,$  Compared to Six Months  $\,$  ended June 30, 2002

Revenue. Total revenues decreased from \$536,354 to \$283,656 for the six months ended June 30, 2002 and June 30, 2003, respectively. Revenue figures for the 2002 period included the sale of a communications tower lease for \$211,000. Revenues attributable to life insurance decreased 9% from \$124,592 to \$113,903 for the six months ended June 30, 2003, compared to the same period ended June 30, 2002. Revenue figures for the 2002 period included recoveries made on reinsurance contracts relating to the acquisition of Presidential Life Insurance Company ("Presidential Life") in August 2001.

Investment income decreased from \$350,379 for the six months ended June 30, 2002 to \$121,565 for the six months ended June 30, 2003, primarily as a result of the sale of a communications tower lease for \$211,000 in 2002.

The Company reported net gains on the sale of available for sale securities of \$50,807 for the six months ended June 30, 2003 compared to \$0 for the six months ended June 30, 2002. Management sold appreciated securities during the second quarter of 2003. Net losses on trading securities of \$8,753 were reported for the period ended June 30, 2003 compared to gains on trading securities of \$30,174 for the period ended June 30, 2002. The Company began trading securities in the fourth quarter of 2000 and is required to report unrealized gains and losses in operations. The realized gain or loss for each trading security may differ materially depending on the date of sale, the underlying performance of the represented company and other market conditions.

Other income decreased from \$31,209 for the six months ended June 30, 2002 to \$6,134 for the six months ended June 30, 2003. The decrease was due to the discontinuation of a contract whereby the Company performed administrative services for another company.

Costs and Expenses. Total expenses increased 8% from \$388,682 to \$421,326 for the six months ended June 30, 2002 and 2003, respectively. The increase was attributable to general expenses associated with the acquisition of Security General.

Policy benefits decreased from \$107,472 to \$80,752 for the comparable periods. Policy reserves increased \$23,745 for the comparable periods.

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Depreciation and amortization decreased from \$47,731\$ to \$42,992\$ for the six months ended June 30, 2002 and 2003, respectively, as the Company continued to amortize the block of business acquired with Great Midwest. General expenses increased 23% from \$161,517 to \$198,496 for the comparable periods due to costs associated with the acquisition of Security General.

Net Gain/Loss. The Company reported a net loss for the six months ended June 30, 2003 of \$137,670, compared to a net gain for the six months ended June 30, 2002 of \$147,672, primarily as a result of the sale of a communications tower lease for \$211,000 in 2002. The Company reported a net loss per share of \$0.06 per share for the six months ended June 30, 2003, compared to a net gain of \$0.05 per share for the six months ended June 30, 2002.

Liquidity and Capital Resources

Total assets were \$7,068,259 at June 30, 2003, compared to \$6,866,247 at June 30, 2002, an increase of 3%. The increase was due to the acquisition of Security General.

Total liabilities (primarily insurance reserves for future policyholder benefits) were \$6,257,904 at June 30, 2003, compared to \$5,630,283 at June 30, 2002, an increase of 11%. The increase was due primarily to acquisition of business from Presidential Life in the last half of 2002.

Total stockholders' equity was \$810,355 at June 30, 2003, compared to \$1,235,964 at June 30, 2002, a decrease of 34%. The decrease was attributable to the Company's operating losses.

The principal requirements for liquidity in connection with the Company's operations are its contractual obligations to policyholders and annuitants. The Company's contractual obligations include payments of surrender benefits, contract withdrawals, policy loans and claims under outstanding insurance policies and annuities. Payment of surrender benefits is a function of "persistency," which is the extent to which insurance policies are maintained by the policyholder. Policyholders sometimes do not pay premiums, thus causing their policies to lapse, or policyholders may choose to surrender their policies for their cash surrender value. If actual experience of a policy or block of policies is different from the initial or acquisition date assumptions, a gain or loss could result. Depending on the nature of the underlying policy, a lapse or surrender may result in surrender charge revenue or surrender benefit expense. Such amounts may be less than, or greater than, unamortized acquisition expenses and/or the related policy reserves; accordingly, current period earnings may either increase or decrease. Additionally, policy lapses and surrenders may result in lost future revenues and profits associated with those policies that are lapsed or surrendered.

The Company currently funds most of its activity directly from cash flow from operations and cash flow from activities, which includes deposits to policyholders' account balances.

The Company has made and intends to make substantial expenditures in connection with its subsidiary's acquisition and marketing programs. Historically, the Company has funded these expenditures from cash flow from operations.

On February 14, 2003, the Company acquired Security General, an Oklahoma-domiciled life insurance company, for a net purchase price of \$495,000. Security General is licensed to operate as a life insurance company in multiple states. The purpose of the acquisition was to acquire these licenses, which constituted substantially all of the assets of Security General on the closing date. As a result of the acquisition, Security General has become the Company's primary operating subsidiary. In connection therewith, the Company obtained the necessary regulatory approval to transfer the entire block of insurance policies of Great Midwest to Security General and to thereafter liquidate the remaining assets of Great Midwest through a distribution to the Company as its sole shareholder. As of the date of this report, the insurance policies of Great Midwest have been transferred to Security General and the remaining assets of Great Midwest have been liquidated. Security General is now the sole insurance subsidiary of the Company and operates in approximately 15 states throughout the southeastern and western United States.

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Because the acquisition of Security General was structured so that the only assets to be retained by Security General were the regulatory licenses held by it, under the terms of the acquisition agreement the Company agreed to reimburse the seller for the statutory capital and surplus required to be retained by Security General. In connection with this provision, the Company obtained a three-month bridge loan in the amount of \$1,500,000 to reimburse the seller for the approximately \$1.5 million of statutory capital and surplus in Security General. The Company repaid the loan in April 2003 with proceeds from the liquidation of Great Midwest and with funds in the amount of approximately \$440,058, which the Company borrowed from Security General. The Company advised the Oklahoma Insurance Department during the acquisition of Security General that such transactions might occur as part of the liquidation of Great Midwest and agreed to advise the Department with the appropriate filings, which have been made.

The Company believes that the liquidity resulting from the transactions described above, together with anticipated cash from continuing operations, should be sufficient to fund its operations and the annual 10% dividend on the Series A Preferred Stock, for at least the next 12 months. The Company may not, however, generate sufficient cash flow for these purposes. The Company's ability to fund its operations will depend on its future performance, which, to a certain extent, is subject to general economic, financial, competitive, legislative, regulatory and other factors that are beyond its control.

#### Item 3. Controls and Procedures

The Company's principal executive officers and principal financial officers have concluded, based on their evaluation as of a date within 90 days of the filing of this Form 10-QSB, that its disclosure controls and procedures (as defined in Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934) are effective. There have been no significant changes in internal controls or in other factors that could significantly affect these controls subsequent to the date of their evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Item 4. Submission of Matters to Vote of Security Holders

The Company held its annual stockholders' meeting on June 24, 2003. Two proposals were voted on by the Company's stockholders: 1) election of directors, and 2) ratification of the appointment of Gary Skibicki, CPA, PC, as independent auditor. All proposals were approved by a majority of the votes cast at the meeting as follows:

(a) One director was elected to serve a three-year term.

Gary L. Ellis was elected as a Class 3 director for a term expiring at the 2006 annual meeting:

Gary L. Ellis:

2,345,638 shares voted in favor 993 shares voted against

James L. Smith and M. Dean Brown, Class 2 directors with terms expiring at the 2004 annual meeting; and Charles L. Smith and Thomas D. Sanders, Class 1 directors with terms expiring at the 2005 annual meeting, were not up for reelection and continued on as directors.

(b) Ratification of the appointment of Gary Skibicki, CPA, PC, as independent auditor:

> 2,255,689 shares voted in favor 90,942 shares voted against (including 90,713 shares abstaining, which have the same effect as votes against)

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#### Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits

Exhibit Number	Name of Exhibit
3.1	First Amended and Restated Certificate of Incorporation (filed as Exhibit 3.1 to the Company's Registration Statement on Form SB-2, file number 333-65097 and incorporated herein by reference).
3.2	First Amended and Restated Bylaws (filed as Exhibit 3.2 to the Company's Registration Statement on Form SB-2, file number 333-65097 and incorporated herein by reference).
4.1	Specimen Certificate of the common stock (filed as Exhibit 4.1 to the Company's Registration Statement on Form SB-2, file number 333-65097 and incorporated herein by reference).
4.2	See Articles V and X of the Company's Certificate of Incorporation and Article VI of the Company's Bylaws (filed as Exhibit 4.2 to the Company's Registration Statement on Form SB-2, file number 333-65097 and incorporated herein by reference).
4.3	Specimen Certificate of the Series A Preferred Stock (filed as Exhibit 4.1 to the Company's Quarterly Report on Form $10-QSB$

for the Quarter ended June 30, 1999 and incorporated herein by reference).

- 4.4 Certificate of Designation of Series A Preferred Stock (filed as Exhibit 4.2 to the Company's Quarterly Report on Form 10-QSB for the Quarter ended June 30, 1999 and incorporated herein by reference).
- 4.5 Certificate of Designation of Series B Convertible Preferred Stock (filed as Exhibit 4.1 to the Company's Quarterly Report on Form 10-QSB for the Quarter ended September 30, 2000 and incorporated herein by reference).
- 31.1\* Certification of Chief Financial Officer under Section 302 of the Sarbanes- Oxley Act of 2002.
- 31.2\* Certification of Chief Accounting Officer under Section 302 of the Sarbanes- Oxley Act of 2002.
- 31.3\* Certification of Chief Executive Officer under Section 302 of the Sarbanes- Oxley Act of 2002.
- 32.1\* Certification of Periodic Financial Report by Chief Financial Officer Pursuant to 18 U.S.C.ss. 1350.
- 32.2\* Certification of Periodic Financial Report by Chief Executive Officer Pursuant to 18 U.S.C.ss. 1350.
- 32.3\* Certification of Periodic Financial Report by Chief Accounting Officer Pursuant to 18 U.S.C.ss. 1350.
  - \* Filed herewith.
  - (b) Reports on Form 8-K: none.

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#### SIGNATURES

In accordance with the requirements of the Securities Exchange Act of 1934, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

SUMMIT LIFE CORPORATION an Oklahoma corporation

Date: August 5, 2003 /s/Charles L. Smith

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Charles L. Smith

President and Chief Operating Officer

Date: August 5, 2003 /s/Quinton L. Hiebert

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Quinton L. Hiebert Chief Accounting Officer

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#### INDEX TO EXHIBITS

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Incorporation and Article VI of the Company's Bylaws (filed as Exhibit 4.2 to the Company's Registration Statement on Form SB-2, file number 333-65097 and incorporated herein by reference).

- 4.3 Specimen Certificate of the Series A Preferred Stock (filed as Exhibit 4.1 to the Company's Quarterly Report on Form 10-QSB for the Quarter ended June 30, 1999 and incorporated herein by reference).
- 4.4 Certificate of Designation of Series A Preferred Stock (filed as Exhibit 4.2 to the Company's Quarterly Report on Form 10-QSB for the Quarter ended June 30, 1999 and incorporated herein by reference).
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- 32.3\* Certification of Periodic Financial Report by Chief Accounting Officer Pursuant to 18 U.S.C.ss. 1350.
  - \* Filed herewith.